



Worldwide Intercluster Initiative for New Materials and Processes focused on Clean Technologies

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DELIVERABLE REPORT

D2.2.2 <Handbook for the internationalization of European SMEs>

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Content

EUROPEAN TOOLS FOR THE INTERNATIONALISATION OF SMES :

FINANCING OF TECHNOLOGICAL COLLABORATIONS :

➤ Eureka – Eurostars Programme

Funding and support programme specifically dedicated to **research-performing SMEs**.

Eurostars is a joint programme between EUREKA and the European Commission (EC).

<http://www.eurostars-eureka.eu/>

Eurostars stimulates SMEs to **lead international collaborative research and innovation projects** by easing access to support and funding.

- Eligibility Criteria :

- The leader and coordinator of the consortium must be a company classified as an "R&D intensive SME" = SME that invests over 10% of its turnover in R&D or that 10% or more of the Human Resources are dedicated to this activity.
- At least 50% of the project budget must be associated to "R&D intensive SMEs". No country or partner shall exceed 75%.
- The term must not exceed 3 years.
- The results have to be introduced into the market within 2 years of the end of the project.

- In **Austria**, the programme is supervised by the Forschungsförderungsgesellschaft (FFG)
For the small-sized enterprises, the funding of eligible costs is up to 60% and 50 % for the medium-sized enterprises.

- In **France**, the programme is supervised by OSEO/Bpifrance.
For the small-sized enterprises, the funding of eligible costs is up to 40% for SME Eurostars, and 30 % for SMEs.

Expenses will be taken into account at the date of submission of the funding application at the Bpifrance innovation Regional Office

➔ See http://www.bpifrance.fr/en_region/nos_equipes_en_region

Eligible expenses:

- Personal costs ;
- Overheads: 20% of personal costs ;
- Intellectual property, patent extension etc.
- market research ;
- feasibility study ;
- experiment ;
- project management and associated costs, namely transportation ;
- development of new or improved products, process or services ;

- design and implementation of prototypes, models, pilot productions, demonstration etc.

- In **Germany**, funding of eligible costs is up to 50% for SMEs.

The overall funding of the German participants of a Eurostars project may not exceed 1 M€.

For the universities and research organisations, if a German SME is significantly involved in the project the funding will be 100%.

<http://www.eureka.dlr.de/en/index.php> (English)

<http://www.eureka.dlr.de/index.php> (German)

- In **Italy**, the programme is supervised by the Italian National Agency for new technologies, Energy and sustainable economic development (ENEA)

Italy contributes to the program with an amount of 5 M€ per year with funds provided by the Ministry of Education, University and Research.

- In **Portugal**, there is no public support foreseen for Portuguese organisations wishing to participate in the 10th Eurostars Call.

Portuguese organisations are welcome to participate in Eurostars projects, but under the condition that they must declare self-funding of proposed investments.

- In **Spain**, funding of eligible costs is up to 60% for SMEs.

Spanish partners of endorsed projects must apply for funding to the CDTI's (Centro para el Desarrollo Tecnológico Industrial) call INTEREMPRESAS INTERNACIONAL

<http://www.cdti.es/index.asp?MP=15&MS=621&MN=3>

- In the **UK** only research-performing SME's are eligible for funding under the Eurostars programme. The Technology Strategy Board will fund up to 50% of eligible costs to a maximum grant level of €300,000 per UK partner in a Eurostars project.

If there are 2 UK partners, each partner can receive €300,000 grant separately.

<http://www.eureka.dlr.de/en/index.php> (English)

<http://www.eureka.dlr.de/index.php> (German)

➤ **Northstar Europe S.A.**

Northstar Europe S.A. is a member of the Northstar Trade Finance group of companies

Northstar aims to provide trade and export finance to SMEs, or to larger businesses requiring support for smaller transactions.

- *Northstar's financing program provides international buyers with the ability to obtain Export Credit Agency backed medium-term loans between 250,000€ and 5M€, to finance their purchase of European exports and technology.*
- *Northstar's financing is available for up to 85% of the contract value with terms ranging from 2 to 5 years.*
- *The interest rates are fixed or variable and will depend upon the repayment term of the loan, the country risk and the financial strength of the borrower.*

<http://www.northstareurope.eu/>

NON FINANCIAL SUPPORT TO INTERNATIONALISATION

- **The Enterprise Europe Network** helps SMEs to find partners in order to go international (through a database of European SMEs.)

<http://portal.enterprise-europe-network.ec.europa.eu/>

- **EU business centres** help the EU SMEs to enter third-country markets were established in India and China.

Both centers provide business support services including matchmaking, market access assistance, guidance on regulatory issues, IPR.

- **The IPR Helpdesk** in China supports EU SMEs in matters of Intellectual Property Rights.

<http://www.china-iprhelpdesk.eu/>

- **EU-Japan Centre for Industrial cooperation**

<http://www.eu-japan.eu/>

Training Programmes

- For EU senior executives, exporters and investors on how to succeed in Japan
- For EU plant managers on manufacturing processes, kaizen, competitiveness, R&D, technology, etc.

Information Service and help desk

- Business inquiries, seminars, etc.
- For EU and Japanese business

- **EU Gateway programme**

Opportunities for EU Companies in Japan and Korea :

- Sound out business opportunities in promising markets
- Identify potential business partners
- Raise the visibility of your brand with an official EU mission
- Learn about current and future trends
- Receive immediate feedback on your products and technologies
- Minimise the costs typically required to enter a new market
- Make new contacts and strengthen your network
- Discuss challenges and opportunities with other industry players
- Benefit from professional
- Coaching and follow-up at all stages
- Receive logistical and financial support

<http://www.eu-gateway.eu/>

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NATIONAL AND REGIONAL TOOLS FOR THE INTERNATIONALISATION OF EUROPEAN SMEs

| Austria | National Level | Regional level <i>Upper Austria</i> |
|--|--|---|
| Financing & Guarantee tools | <p>➤ Oesterreichische Kontrollbank AG (OeKB)</p> <p>Austria's main provider of financial and information services to the export industry and the capital market.</p> <p>http://www.oekb.at/de/Seiten/default.aspx</p> <ul style="list-style-type: none"> - Managing risks <ul style="list-style-type: none"> ○ Export guarantees: for risks abroad, such as payment default of the buyer caused, for instance, by political instability, shortage of foreign exchange or insolvency | |

Details on the export guarantees :

<http://www.oekb.at/en/export-services/managing-risks/export-guarantees/guarantees/pages/default.aspx>

- Avals (guarantees for bills of exchange): for domestic risks, such as the insolvency of the exporter or the exporter's own bank

(not entirely accessible to SMEs)

- Financing

- Financing on commercial terms: loans in Euros and in foreign currencies
- Soft loans: the Austrian export industry can make use of financing on concessional terms. Financing on concessional terms can be provided only to qualified countries and for specific projects under certain conditions.

➤ **ExportFonds** (*adressed to SMEs*)

ExportFonds provides loans for SMEs in order to have access to new markets.

ExportFonds owners are the Kontrollbank AG for 70% and the Austrian Chamber of Commerce for the remaining 30%.

<http://www.exportfonds.at/de/Seiten/default.aspx>

- **ExportFonds** finances SMEs current and future export orders to max. 30% of the export turnover of the last financial year, or the expected export sales for the current fiscal year.

Export sales relates to:

- o The SMEs' goods (max. 75% foreign)
- o The SMEs' services for foreign customers (engineering, IT services, hotel, architecture and design firms, etc.)

- Advantages :

- o Favorable interest rate
- o ExportFonds as a risk partner
- o Fast and easy handling
- o Free of processing fee
- o Short-term credit, which stays available on the long term

- **The development of new markets :**

- Services available : market studies, consulting fee, Travel to the destination country, Trade fairs, Translations, language courses etc., Registrations, reports
- For market development loans and market development guarantees, the maximum loan amounts to 36,400 € +3% respectively of the turnover, maximum: 364,000 €.

➤ **Prisma**

Credit insurer in Austria

Prisma is a 100% subsidiary of OeKB EH Beteiligungs-und Management AG. The Austrian Kontrollbank has a stake of 51% in the management holding company, while 49% are held by Euler Hermes Deutschland AG.

<http://www.prisma-kredit.com/en/Pages/default.aspx>

- Prisma plus: Insurance against bad debt losses for small companies.

<http://www.prisma->

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| | <p>kredit.com/en/produkte/prisma.plus/Pages/default.aspx</p> | |
| <p>Financing of technological collaborations</p> | <p>➤ FFG – Die Österreichische Forschungsförderungsgesellschaft</p> <p>The Austrian Research Promotion Agency (FFG) is the national funding institution for applied research and development in Austria.</p> | <p>➤ Cluster Collaboration Projects</p> <p>http://www.clusterland.at/k_list_ENG_HTML.php</p> <p>Criteria</p> <ul style="list-style-type: none"> - a minimum of three partners - at least one SME <p>Eligible costs</p> <ul style="list-style-type: none"> - personnel costs, - external consultancy fees and other costs <p>Subsidy</p> <ul style="list-style-type: none"> - 30% of eligible costs, - in technology projects max. € 30.000,-- per project partner - in organization projects max. € 15.000,-- max. funding volume per project € 45.000,-- |
| | <p>➤ Chamber of Commerce of Austria</p> <p>http://portal.wko.at/wk/startseite.wk</p> <p>Services offered :</p> <ul style="list-style-type: none"> - The Foreign Trade Center helps to search for business partners, assists in carrying out business and the company's founding. Roadside assistance in case of problems. - Information on import-export | <p>➤ Chamber of Commerce of Upper Austria</p> <p>http://portal.wko.at/wk/startseite_dst.wk?dstid=678&dstname=Wirtschaftskammer%20Ober%C3%B6sterreich</p> <ul style="list-style-type: none"> - Informations related to the different financing and guarantee tools |

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| <p>Non-financial support to internationalisation</p> | <ul style="list-style-type: none">- Search for international business opportunities➤ Advantage Austria <p>Official web portal of the Austrian economy abroad</p> <p>http://www.advantageaustria.org/international/index.en.html</p> <p>www.go-international.at</p> <p>Task 1: How to do business abroad (motivation of KMUs to export)</p> <p>Task 2: Strengthen strengths (lead to new markets)</p> <p>Task 3: Exporting Know-how (funding for export of consultancy)</p> <p>Task 4: From exporting to integrated value-chains (direct investment in future markets)</p> <p>Task 5: Communicating Austria</p> <p>Studies, database, coaching, study trips thanks to its more than 110 offices in over 70 countries, Advantage Austria provides a broad range of intelligence and business development services for both Austrian companies and their international business partners.</p> <ul style="list-style-type: none">- Assistance in locating Austrian suppliers and business partners ;- Organization of more than 1,000 events every year to bring business contacts together ; | <p>for the export</p> <ul style="list-style-type: none">- Market analysis and statistics on the export trends |
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| | - Introductions to Austrian companies looking for importers, distributors or agents to provide in-depth information on Austria as a business location and assistance in entering the Austrian market. | |
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| France | National Level | Regional level <i>Rhône-Alpes</i> |
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| <p>Financing & Guarantee tools</p> | <p>➤ Oseo/Bpifrance</p> <p>By sharing the risk it facilitates the access of SMEs to financing solutions. Export development is one of the issues. Funding tools are :</p> <ul style="list-style-type: none"> - Development loans from 30,000€ to 3M€ without guarantees, up to 7 years with 2 years grace period - Guarantees for setting up a subsidiary outside EU region to facilitate companies' foreign investment <p>For more information, go to : http://www.bpifrance.fr/votre_projet/aller_a_l_international</p> <p>➤ Coface public guarantees</p> <p>Coface manages for the French State the public guarantees created in order to encourage and support the international development of companies. Coface has the mission to facilitate business-to-business trade, providing a full array of solutions suited to companies of all sizes and nationalities across all economic sectors. It offers a Credit Insurance covering Accounts and Political Risk.</p> <p>http://www.coface.fr/</p> | <p>➤ International Development Plan (IDP) from the Rhône-Alpes region</p> <p>The Rhone-Alpes Region supports the internationalisation of Rhone-Alpes' clusters and competitiveness clusters by financing actions (fairs, interclustering, exploratory missions, B2B meetings, international watches, training sessions, etc.) that will strengthen the international visibility of both clusters and their members.</p> <p>IDPs are annual sectoral contracts between clusters and the Rohne-Alpes Region. The latter grants financing for their internationalisation. IDPs have several goals: increase the number of companies involved in an international development process, encourage the competitiveness of companies within international markets, strengthen the international visibility of the industry and the whole region. IDPs are defined regarding the international strategy of clusters, the market and technology watch, the sectorial information feedback and the company's expectations.</p> |

- Credit Insurance
 - o Prospect insurance
 - o Pre-financing insurance
 - o Deposit insurance exporter risk
 - o Export credit insurance
 - o Exchange rate insurance
 - o Investment insurance
 - o Special insurance for investments in Greece

- Corporate rating & Business Information

➤ **Directe**

Regional directorates of companies, competition, consumption, work and employment are decentralized state services under the administrative supervision of the Ministry of Work Employment and Health and the Ministry of Economy, Finance and Industry.

<http://direccte.gouv.fr/>

The Direccte provides an **export tax credit** with a maximum amount of 40 000 € per year for an SME and a budget of 80 000 € per year for this purpose.

➤ **Commercial banks**

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| | <p>Several banks propose funding, advice, insurance and support for internationalisation projects of companies.</p> <p>For more information, go to their websites.</p> | |
| <p>Financing of technological collaborations</p> | <p>➤ OSEO/Bpifrance</p> <p>Provides support and funding to French SMEs that wish to implement their activities, develop innovative processes, or carry out business transactions abroad.</p> <p>➤ Aide pour le Développement de l'Innovation en Collaboration Internationale (ADICI)</p> <p>Oseo/Bpifrance has a program to fund SMEs that are involved in a collaborative innovation project with a foreign partner. 0% Reimbursable loan is used in the early stages of the technological innovation process, before its market launch.</p> <p><u>Aide pour le développement de l'innovation en collaboration internationale (ADICI)</u> <u>http://www.bpifrance.fr/voitre_projet/innover/aides_et_financements</u></p> | |
| <p>Non-financial support to internationalisation</p> | <p>➤ UBIFRANCE</p> <p>The French agency for international business development offers a</p> | <p>➤ Regional Agency Erai (Entreprise Rhône-Alpes International)</p> <p>1 international network, 27 locations, 5 fields of expertise. Putting their</p> |

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| | <p>comprehensive range of products and services aimed to support French-based companies in their internationalisation process.</p> <ul style="list-style-type: none">- Strategic Information on foreign markets- Support in the prospection process- Human resource solution : VIE <p>International business volunteer. Young and dynamic people between 18 and 28, graduated and with experience to support French companies and institutions abroad.</p> <p>➤ Agence Française pour les investissements internationaux (AFII)</p> <p>Created in order to promote, prospect and support international investors in France. Works in cooperation with economic development agencies in the regions to support international investors in their project in France. 160 people in France and in the 27 offices abroad.</p> <p><u>Invest in France Agency http://www.invest-in-france.org/us</u></p> <p>➤ UCCIFE</p> <p>Union des Chambres de Commerce et d'Industrie Françaises à</p> | <p>experience and network at the service of SMEs' international business development.</p> <p><u>http://www.eraï.org/</u></p> <p>➤ Chamber of Commerce of Rhône-Alpes</p> <p><u>Les CCI de Rhône-Alpes Réussir à l'international http://www.rhone-alpes.cci.fr/</u></p> |
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l'Etranger (French chambers of commerce union abroad)

111 french chambers of commerce abroad are established in 81 countries to support the international development of French companies in terms of :

- Information on markets and contact
- Prospection
- Establishment of the company in a foreign country
- Communication : organization of promotional events, tools for a good communication abroad

➤ **OSCI (Association des Opérateurs spécialisés du commerce international)**

OSCI is the professional organisation that gathers all the specialists in international trade. Its goal is to communicate about the professions of the sector and support French companies in their internationalization process.

For more information, go to: <http://tradeexperts.fr/>

➤ **Conseillers du Commerce Extérieur (CNCCEF)**

They are appointed by the Prime Minister for their international experience and expertise. They work as volunteers to promote the French economic presence abroad by :

- Giving advice to the public authorities,
- Supporting the internationalization of SMEs by sharing their experience, expertise, and awareness on the international professions with young people.

For more information, go to: **Le CNCCEF - CNCCEF**

➤ **Regional council tools**

Regional websites with a focus on export, provide information about foreign markets and regional funding to support the internationalization process of companies. For example:

Export Midi-Pyrénées <http://export.midipyrenees.fr/fr>

L'équipe Rhône-Alpes de l'export <http://www.rhonealpes.fr>

ILE-DE-FRANCE INTERNATIONAL <http://www.iledefrance-international.fr/>

There are also regional council grants, up to 50% of the expenses during the first steps of the internationalization process. For Example:

Prêt participatif de développement à l'international - <http://www.nordpasdecalais.fr/>

Recrutement de volontaires internationaux en entreprise | Région

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Alsace

Subvention : Aide des entreprises régionales - Relais à l'international

<http://www.champagne-ardenne-export.com/fr>

➤ **Regional Chamber of commerce of the 27 French regions**

Provide information on foreign markets and give advice during the first steps of the internationalization process.

| GERMANY | National Level | Regional level <i>Bavaria</i> |
|--|---|--|
| Financing & Guarantee tools | <p>➤ EULER HERMES</p> <p>Investment Guarantees of the Federal Republic of Germany</p> <p>http://www.agaportal.de/en/portal/index.html</p> <ul style="list-style-type: none"> - Export credit guarantees secure exports against economic buyer risks and political country risks. <p>SMEs : Only transactions which are eligible for cover and in which the risk is proved can be covered.</p> <p>Criteria to get a guarantee:</p> <ul style="list-style-type: none"> ○ Export transaction that safeguards or creates jobs, maintains presence in markets, is relevant for overall foreign, developmental or structural policy. ○ Business that involves subcontractors in the new federal states or with a high level of participation from SMEs is an important criterion. <ul style="list-style-type: none"> - Investment guarantees protect foreign direct investments against political risks. <ul style="list-style-type: none"> ○ Covered risks : expropriation, breach of contract, war, moratorium, convertibility and transfer ○ No handling fee is charged for investments up to 5M€. For amounts exceeding 5 M€ a handling fee of 0.5% flat has to be paid, but the total fee for each | <p>➤ Die LfA förderbank Bayern (Landesförderinstitute)</p> <p>State bank specialised in comprehensive economic development in Bavaria.</p> <p>Its core competency lies in corporate finance with the business units' formation, growth, innovation, environmental protection and stabilization. Target group includes SMEs and entrepreneurs in Bavaria.</p> <p>The LfA provides SMEs and freelancers order pre-financing, guarantees and counter guarantees to facilitate access to international markets.</p> <p>http://www.lfa.de/website/de/</p> <p>For more details on the services provided, go to: http://www.lfa.de/website/de/foerderangebote/index.php?style=</p> |

application may not exceed 10,000€.

- After the issuance of the policy a premium of 0.5% is charged annually.

- FKD-express (Finanzkreditdeckung-express)

<http://www.agaportal.de/pages/aga/produkte/finanzkreditdeckung-express.html>

➤ **KfW – IPEX Bank**

Responsible for international project and export finance within KfW Bankengruppe

http://www.kfw-ipex-bank.de/ipex/en/About_KfW_IPEX-Bank/Aussenwirtschaftsfoerderung/Kleinere_Exportgeschaefte/index.jsp

Provides commercial buyer loans from 0.5 to 5 M€ with maturities ranging from 2 to 5 years.

KfW IPEX-Bank offers German exporters this financing product under a partnership with Northstar Europe.

➤ **The AKA-export credit company**

Consortium of 30 German banks which facilitates the obtainment of medium- and long-term export- and/or trade finance facilities.

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| | <p>https://www.akabank.de/english/produkte/besteller/grundzuege.html</p> | |
| <p>Financing of technological collaborations</p> | <p>➤ BMBF (Bundesministerium für Bildung und Forschung)</p> <p>The BMBF has commissioned the International Bureau with providing support to German universities, research institutes and SMEs to exploit the opportunities posed by international networking.</p> <p>http://www.internationales-buero.de/en/793.php</p> <p>The International Bureau provides financial support to German universities, research institutes and SMEs for cooperation in science and research with partners from selected countries and for work in particular scientific and technical fields.</p> <p>Support intended to held fund exploratory activities and the preparation of projects.</p> <p>Feasibility studies and pilot investigations may be funded as well.</p> <p>The BMBF supports the exchange of scientists between German and foreign partner institutions.</p> <p>In special cases, further costs can be covered as well: costs for scientific workshops, smaller investments and consumable materials for feasibility studies and pilot investigations.</p> | |

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| | <p>➤ AiF</p> <p>The AiF is the leading national organization promoting applied research and development, benefiting Germany’s small and medium-sized businesses. It builds up alliances together with partners from industry, science and government in order to turn ideas into successful products, processes or services in the market.</p> <p>AiF’s activities are based on several pillars, among others</p> <ul style="list-style-type: none"> • Collective research for the benefit of entire industrial sectors –“Industrielle Gemeinschaftsforschung“ (IGF) – Industrial Collective Research, including CORNET which promotes transnational cooperative research projects • International activities to strengthen the capability of SMEs to succeed in increasingly internationalized markets: e.g. membership in organizations such as the European Association of Research and Technology Organisations (EARTO) to help SMEs benefit from European R&D programmes. <p>http://www.aif.de/en/about-aif.html</p> | |
| | <p>➤ VDI/VDE/IT (Verein Deutscher Ingenieure – Verband der Elektrotechnik Elektronik Informationstechnik – Innovation & Technology)</p> <p>Association of German Engineers - Association of Electrical &</p> | <p>➤ Bayerisches Staatsministerium für Wirtschaft, Infrastruktur, Verkehr und Technologie</p> <p>Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology.</p> |

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| <p>Non-financial support to internationalisation</p> | <p>Information Technologies - Innovation & Technology</p> <p>http://www.vdivde-it.de/about-us</p> <p>Promotion of R&D in information technology, to assist governmental authorities in developing initiatives for the diffusion of technologies and to speed up product and process innovation by assisting particularly SMEs in the exploitation and valorisation of R&D results.</p> <ul style="list-style-type: none">- Funding Innovation & Technology<ul style="list-style-type: none">o Inform and raise interest among research and industry ;o Evaluate applications for funds rapidly and expertly ;o Supervise and manage the funded projects and networks ;o Manage the outflow of funds and the controlling of fund allocation ;o Develop thematic priorities ;o Provide consultancy in questions of financing, funding and innovation. <p><i>VDI-VDE-IT may support projects related to strategies of internationalisation</i></p> <p>➤ Germany Trade & Invest (GTAI)</p> <p>Germany Trade & Invest is the foreign trade and inward investment agency of the Federal Republic of Germany. It provides Information,</p> | <p>Foreign economic policy :</p> <p>http://www.stmwivt.bayern.de/aussenwirtschaft-standort/aussenwirtschaftspolitik/</p> <p>Several possibilities are offered to SMEs and can be funded :</p> <ul style="list-style-type: none">- Take part to trade fairs in order to present the enterprise abroad- Use the political delegations trip to make important contacts (10 to 15 a year)- Travels abroad with a specific topic of interest (energie...)- Bavarian foreign offices : contacts all over the world <p>➤ Haus der Forschung</p> <p>The focus of "Haus der Forschung" is to provide Bavarian stakeholders, especially SMEs, integrated advisory services on funding which includes comprehensive information and assistance in the application procedure for EU funding programs. One of its objectives is to significantly increase EU fundraising, especially by universities and small- and medium sized companies – consortia involving partners from science and industry are created for this purpose which have good prospects of receiving EU funding.</p> <p>For more information, go to: http://www.hausderforschung.bayern.de/en/index.php?option=com</p> |
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| | <p>consultancy, or project management services. The GTAI has several international offices (Beijing, Chicago, Mumbai, New-York, Tokyo...)</p> <p>http://www.gtai.de/GTAI/Navigation/EN/Invest/Investment-consulting/customer-service.html</p> <p>➤ AHK (Deutsche Auslandshandelskammers) The German chambers of commerce</p> <p>Several services are offered to enterprises :</p> <p>Business Partner negotiation, Contact search, Virtual Office, Researching market information,</p> <p>Legal advices, Information on tax law, Fiscal representation, Company formations, Personnel services</p> <p>Trade Show Services etc.</p> <p>http://ahk.de/ahk-dienstleistungen/deinternational/</p> <p>Homepage : http://ahk.de/</p> <p>➤ IXPOS : The website for international business</p> <p>Official Portal of the German foreign trade promotion</p> <p>Very useful website with informations from the very beginning of the export process to the different sources of fundings.</p> <p>http://www.ixpos.de/IXPOS/Navigation/DE/ihr-geschaeft-im-</p> | <p>_flexicontent&view=items&cid=57&id=108&Itemid=55</p> <p>➤ Bayern International</p> <p>Bayern International supports Bavarian companies in opening new attractive markets abroad, in close cooperation with partners from industry and the state of Bavaria.</p> <p>They particularly encourage SMEs and help them become a reliable partner in their export process. For more information go to: http://www.bayern-international.de/</p> <p>Bayern International has developed 5 proven programs :</p> <p>- Trade Fair Participation - Program for Bavarian companies: www.bayern-weltweit.de</p> <p>- Business trips to emerging markets: http://www.bayern-international.de/aktiv-im-ausland/unternehmerreisen/</p> <p>- Delegations: http://www.bayern-international.de/aktiv-im-ausland/delegationsreisen/</p> <p>- Bavaria - Fit for Partnership: http://www.bayern-international.de/aktiv-in-bayern/bayern-fit-for-partnership/</p> <p>➤ AUWI –Aussenwirtschaftsportal Bayern</p> <p>Homepage for informations on export countries. Complete tool for SMEs in Bavaria with dedicated informations per area. For more</p> |
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| | <p><u>ausland.html</u></p> <p>- Informations on funding and guarantees : <u>http://www.ixpos.de/IXPOS/Navigation/DE/Ihr-geschaeft-im-ausland/finanzieren-und-absichern.html</u></p> | <p>information, go to: <u>http://www.auwi-bayern.de/</u></p> <p>➤ Chambers of commerce in Bavaria : http://www.bihk.de/bihk/bihk/Home</p> <p>➤ Exporttag Bayern</p> <p>Exporttag Bayern is an annual fair dealing with all aspects of foreign business activities of SMEs. The experts of AHKs (Worldwide network of German Chambers of Commerce) in more than 60 countries are at the disposal of bavarian SMEs to answer their specific questions once a year in Bavaria. For more information, go to: <u>http://www.exporttag-bayern.de/awt/inhalte/home/</u></p> |
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| Italy | National Level | Regional level <i>Piedmont</i> <i>Venetie</i> |
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| <p>Financing & Guarantee tools</p> | <p>➤ CDP- Cassa Depositi e prestiti</p> <p>Deposit and loans bank. For Joint-stock company under public control, with the Italian government holding 70% and a broad group of bank foundations holding the remaining 30%.</p> <p>http://www.cassaddpp.it/en/the-country/the-country.html</p> <ul style="list-style-type: none"> - Main Italian financial actor for the support to export - Operating through the “Export Bank” system, together with banks and SACE (<i>see below</i>), CDP finances export transactions under a buyer credit mechanism and supports the international expansion of Italian companies - The system provides for: <ul style="list-style-type: none"> ○ CDP financial support ; ○ SACE guarantee; ○ Involvement of the banking system in organising the financing. - Specific tool of the CDP for SMEs : <p>Participation in the equity fund for SMEs "FII - Fondo Italiano di Investimento", which is sponsored by the Ministry for the Economy</p> | <p>➤ Finpiemonte: finance for innovation, development and competitiveness</p> <p>www.finpiemonte.it</p> <p>Support to regional policies.</p> <p>Sectors: innovative finance, technological transfer, research and innovation, small and medium enterprises support, consulting and project financing, financial application of regional measures.</p> <p>➤ Veneto Innovazione</p> <p>http://www.venetoinnovazione.it/?q=eng</p> <p>Veneto Innovazione Spa is the in-house company of the Veneto regional Government. It was set up with the regional act n. 45 of September, 6th 1988. The aim is to promote and develop applied research and innovation inside the regional production system, particularly focused on SMEs meaning to pursue high technological standards, environmental improvement and human resource qualification.</p> <p>Veneto Innovazione gathers and coordinates scientific, organizational and financial resources existing or converging in the</p> |

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| | <p>and Finance, the Italian Banking Association (ABI) and Confindustria.</p> <p>The Fund's medium-term objective is to create a substantial core of "mid-sized national champions" with sufficient capitalisation to meet the challenges of international competition.</p> <p><u>www.fondoitaliano.it</u></p> <ul style="list-style-type: none">- Since 2012, the resources of the CDP amount to 4 Bn€ <p>➤ Fondo Strategico Italiano</p> <p>Holding company whose strategic controlling shareholder is the CDP</p> <p><u>http://www.fondostrategico.it/en/index.html</u></p> <p>FSI invests in companies seeking to expand, improve operational efficiency and strengthen their competitive position in both domestic and international markets.</p> <p>Tool conceived for medium/large sized companies, complementary to the FII, aimed at supporting SMEs.</p> <p>➤ SACE</p> <p>Italian insurance and financial group active in export credit insurance, investment protection, financial guarantees, sureties and factoring.</p> <p><u>http://www.sace.it/GruppoSACE/content/en/index.html</u></p> | <p>region, with the goal to transfer acquired information on new production processes and research results and to urge SME technology growth. Innovazione is the ideal partner not only for manufacturing companies, but also for service and commercial businesses, for research centres and public administrations.</p> <p>➤ Veneto Sviluppo</p> <p><u>http://www.venetosviluppo.it/portal/portal/vs/Home</u></p> <p>Veneto Sviluppo SpA, owned by the Veneto Region (51%) and by eleven companies (eight of them are banks), helps to implement the regional economic planning through the activation and management of specific financial tools in favour of SMEs in Veneto, within several and different sectors.</p> <p>The activity of Veneto Sviluppo is to ensure the accessibility of SMEs to available financial tools, to carry out projects to support regional development in strategic areas.</p> |
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| | <p>Products :</p> <ul style="list-style-type: none">○ Insurance and financial group active in export credit, credit insurance, investment protection, financial guarantees, sureties and factories.○ Credit insurance: strong protection, insuring the company against the customers' non-payment risk for the goods or services supplied.○ Assistance and financial support to the planning and protection of the overseas investment, especially in countries with high growth potential.○ Surety bonds: the company can ensure due performance of the contractual or legal obligations without freezing funds.○ Financial guarantees in respect of loans granted by banks to the company or bond issued by the company and placed in the capital market, with the aim of supporting the internationalisation plans or export business.○ SACE provides insurance and financial products to banks <p>Services :</p> <ul style="list-style-type: none">○ Advisory service: help for the identification of the best growth opportunities abroad○ ExportPlus platform: credit opinion of the transaction's feasibility and the company can get a quote on the insurance cost. | |
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➤ **IMEST (Società Italiana per le Imprese all'Estero S.p.A)**

SIMEST aims to promote the development of Italian business abroad.
The company is owned at 76% by the CDP.

<http://www.simest.it/frameset.asp>

- Investments in countries **outside the EU** :
 - SIMEST can acquire shares in companies abroad of **up to 49% of their capital stock**, either by investing directly or through managing shares in venture capital Funds.
 - SIMEST's participation also provides Italian businesses access to concessions (interest rate support) towards financing their share in foreign companies outside the EU

- For investments **in Italy and in other countries of the EU**
 - SIMEST can acquire minority shares at market conditions in the capital stock of Italian companies and/or their EU subsidiaries, investing in production, innovation and research.

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| | <ul style="list-style-type: none">- For public internationalisation instruments, SIMEST :<ul style="list-style-type: none">○ Supports export credits for investment goods produced in Italy○ Finances pre-feasibility and feasibility studies, and technical assistance programmes○ Finances programmes to break into foreign markets○ Finances interventions in favour of exporting SMEs. - SIMEST also provides professional consultancy and technical support services, such as:<ul style="list-style-type: none">○ Scouting activities (seeking out opportunities abroad), matchmaking initiatives (locating partners), pre-feasibility/feasibility studies, financial, legal and corporate assistance related to foreign investment projects for which subsequent SIMEST involvement is foreseen. - As a member of the European Development Finance Institutions, SIMEST is at the heart of a solid network of partnerships and information in Italy and abroad, which it can make available to Italian firms for their business activities abroad. | |
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| <p>Financing of technological collaborations</p> | <p>Ministry for the University and Research</p> <p>http://hubmiur.pubblica.istruzione.it/web/ricerca/home</p> | <p>➤ Finpiemonte: finance for innovation, development and competitiveness</p> <p>www.finpiemonte.it</p> <p>Support to regional policies:</p> <p>Sectors: innovative finance, technological transfer, research and innovation, small and medium enterprises support, consulting and project financing, financial application of regional measures.</p> <p>Specific initiatives:</p> <p>Districts and committees coordination and management: Torino Wireless (ICT), Comitato Promotore Distretto Aerospaziale (Aerospace), Comitato Infomobilità (Infomobility)</p> <p>Science and technology parks support and development:</p> <p>Incubators management and support: I3p (Politecnicodi Torino) and 2I3T (Università degli Studi) and the Università del Piemonte Orientale one (in development).</p> |
| | <p>➤ ICE (Istituto nazionale per il Commercio Estero) The Italian Trade Promotion Agency</p> <p>http://www.ice.gov.it/home.htm</p> <p>http://www.italtrade.com/index.htm</p> | <p>➤ Piedmont Agency for Investments, Export and Tourism</p> <p>http://www.centroestero.org/index.php?lang=eng</p> <p>The agency :</p> <p>- Matches the regional production offer with the needs expressed by international markets and proposes targeted activities to connect highly</p> |

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| <p>Non-financial support to internationalisation</p> | <p>Government organisation which promotes the internationalisation of the Italian companies.</p> <ul style="list-style-type: none">- ICE provides information, support and advice to Italian and foreign companies- ICE operates worldwide (large network)- ICE provides a wide range of services overseas helping Italian and foreign businesses to connect with each other:<ul style="list-style-type: none">o identification of possible business partnerso bilateral trade meetings with Italian companieso trade delegation visits to Italyo official participation in local fairs and exhibitiono forums and seminars with Italian experts <p>➤ Mondimpresa</p> <p>Consortium of chambers of commerce (24 in Italy).</p> <p>http://www.mondimpresa.it/</p> <p>The mission is to promote and support the internationalization of SMEs, providing its technical assistance to the chambers of commerce in their promotional activities abroad</p> <p>➤ APRE</p> <p>APRE, the Agency for the Promotion of European Research is a non-profit research organization endorsed by more than 100 members, including both private and public universities, research organisations,</p> | <p>qualified local companies with foreign partners - see : <u>Business Promotion</u> ;</p> <ul style="list-style-type: none">- Promotes abroad the fine wine and agrifood tradition, appreciated by buyers from all over the world and one of the symbols of Italian excellence - see <u>Agrifood Marketing</u> ;- Trains and strengthens the skills of local and foreign companies, institutions in the field of internationalisation; promotes international cooperation projects – see <u>Foreign Trade Training</u>.- Helps local and foreign entrepreneurs to be updated on key subjects related to international trade and the most advanced commercial strategies. Tailor-made seminars, courses and conferences are organised with the aim of harnessing skills and increasing knowledge on both commercial and technical topics (quality, health and safety products, environmental protection and social responsibility), to be more competitive on foreign markets. <p>➤ Chamber of Commerce of Piedmont</p> <p>http://www.pie.camcom.it/HomePage</p> <p>Plan for internationalisation launched for 2012-2014. The aim is to make Piedmont companies stronger in the international market and to improve the operational capacity of local institutions in favor of the system production, focusing on attracting external resources.</p> <p>http://www.pie.camcom.it/Page/t04/view_html?idp=1311</p> <p>➤ Chamber of Commerce of Venetie</p> <p>http://www.ven.camcom.it/index.asp</p> |
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| | <p>industries, corporate associations and banks.</p> <p>Since its launch in 1990, APRE provides the Italian system with information, support and training (<u>see the "our services" page for further information</u>) regarding the EU Framework Programmes (FP) for Research and Innovation (i.e. FP7 with a budget of approximately € 54 billion and time span 2007-2013 and future Programme Horizon 2020 with a time span: 2014-2020).</p> <p>APRE was created as a joint initiative of the Italian Ministry of Research and the European Commission in 1989 in order to foster Italian participation in EU Research and Innovation programmes.</p> <p><u>Currently, APRE hosts all Italian National Contact Points (NPCs) for the EU's Seventh Framework Programme (FP7)</u> for Research & Innovation. Over the last 20 years, APRE has consolidated numerous relations with the most relevant Italian, European and international research organisations and institutions.</p> | <p>The Chamber of Commerce of Venetie monitors policies and identifies the most attractive opportunities, promotes the internationalisation of enterprises in Venetie, facilitates investment of foreign companies on the territory, trade and sharing of experiences Provides technical assistance in the presentation of community projects and provides training to SMEs with the aim of promoting community cohesion and internationalisation.</p> <p>Information concerning the internationalisation of SMEs : <u>http://www.ven.camcom.it/content.asp?ID=220</u></p> <p>➤ Veneto Promozione</p> <p><u>www.venetopromozione.it</u></p> <p>Established by the Veneto regional Government and the Veneto Chambers of Commerce, Veneto Promozione is the Society for the internationalization and promotion of the Veneto economic system (industry, agriculture, trade, and tertiary sector). Furthermore, Veneto Promozione promotes the regional touristic excellencies at the international level. Representing more than 500.000 enterprises, Veneto Promozione organizes trade and institutional missions, fairs, seminars, and workshops. It provides the Veneto companies tailor-made assistance and support concerning their cooperation with foreign counterparts. The Society promotes innovation and the attraction of foreign investments in the region.</p> |
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➤ **Unioncamere del Veneto – Eurosportello del Veneto**

www.ven.camcom.it/www.eurosportelloveneto.it

Unioncamere del Veneto is the Association of the Chambers of Commerce of Veneto region and hosts the EU Policy Department called Eurosportello del Veneto.

Eurosportello del Veneto is since 2008 member and coordinator for the North East of Italy of the Enterprise Europe Network, the EU network supported by the European Commission.

Its mission is to provide information and support companies in particular SMEs in developing their business.

The services offered are:

- Information on European policies, Internal market and Third Countries, European legislation, Funding and call for tenders
- Organisation of conferences, training sessions and individual meetings with professionals.
- Access to foreign markets and international cooperation between enterprises
- Participation in trade fairs and company missions
- Business partner search through the European Commission's database
- Participation of enterprises in the European consultations on EU legislation and policies

Furthermore Eurosportello del Veneto supports companies in the identification of the most suitable European program/funding to develop their project ideas in the identification of partners also in the field of R&D.

Grant Agreement number: SI2.613741

Deliverable report: D2.2.2 - Handbook for the internationalization of European SMEs

| Portugal | National Level | Regional level <i>Centro Region</i> |
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| Financing & Guarantee tools | <p>➤ Instituto de Apoio às Pequenas e Médias Empresas e à Inovação (IAPMEI)</p> <p>http://www.iapmei.pt/</p> <p>Public Agency for SMEs and Innovation</p> <p>The Institute for the Support of Small and Medium-sized Enterprises - IAPMEI - is a government agency operating under the aegis of the Ministry of Economy. Its mission is to design and carry out policies that support and enable companies to expand. IAPMEI focuses in particular on upgrading and innovation for SMEs operating in the secondary and tertiary sectors. Fields of action :</p> <ul style="list-style-type: none"> - Investment incentives <p>IAPMEI financially backs national or foreign investments, based on sustained corporate strategies. This is done by managing various incentive schemes on a national, regional and sectorial scale. Backing may take the form of grants, interest-free or special-interest rate loans.</p> <ul style="list-style-type: none"> - Setting Up Companies <p>By means of a special integrated program, IAPMEI gives a helping hand to entrepreneurs who have come up with a potentially successful and innovative</p> | <p>CCDRC</p> <p>CCDRC – Center Coordination and Regional Development Public Entity</p> <p>www.ccdrc.pt</p> <ul style="list-style-type: none"> - Informations related to the different financing :for competitiveness and Innovation (QREN, Mais Centro, CRER2020, RIS3) - Market analysis and statistics (regional trends) - Border cooperation (SUDOE...) |

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| | <p>idea, enabling them to put their particular project into practice.</p> <ul style="list-style-type: none">- Technical & Technological assistance <p>IAPMEI is linked to a network of services developed to provide companies with technical and technological support</p> <ul style="list-style-type: none">- Technical Information- Professional Training- Inter-corporate cooperation- FINICIA program <p>Set up by the IAPMEI, the program provides access to finance and help with obtaining venture capital or secured credit.</p> <p>The SME Invest Credit Lines are intended to facilitate access for SMEs to bank loans, particularly by subsidizing interest rates and reducing the risk of banking operations by using the guarantee facilities of the National Mutual Guarantee System, which covers up to 50 % of the outstanding capital.</p> <p>The Young FINICIA (FINICIA JOVEM), resulting from a partnership with the Portuguese Youth Institute, offers special conditions for young people up to 35 years.</p> <p>http://www.iapmei.pt/iapmei-mstplindex.php?msid=12</p> <ul style="list-style-type: none">- SME Incentive Scheme - Incentive Scheme for the <i>Qualification and Internationalisation of SMEs</i> _QREN Incentives <p>Supports investment projects that contribute to the promotion of business competitiveness through increased productivity, flexibility and active presence of SMEs in the global market.</p> | |
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| | <p>- Incentive Scheme - Incentive Scheme for <i>Innovation Investment and Internationalisation of SMEs</i> _QREN Incentives</p> <p>Supports productive investment projects that contribute to the promotion of business competitiveness through increased productivity, flexibility and active presence in the global market.</p> <p>Supports investment projects of productive innovation, which help promote entrepreneurial innovation in goods, services and processes, the introduction of technological improvements, the creation of production units, qualified entrepreneurship, and structuring investment in new areas with growth potential.</p> <p>➤ Compete- Programa Operacional de factores de Competitividade</p> <p>Stimulating collective business efficiency_ SIAC</p> <p>Collective action is an indirect support tool for companies. It takes the form of sustained structural intervention involving public and private bodies in operations in the general interest. It provides mostly public assets in order to foster the competitiveness of collective purposes. The following types of project are sponsored:</p> <ul style="list-style-type: none">○ International promotion, dissemination and image of sectors, regions and activities of importance to the national economy;○ Prospective and strategic information, observation and monitoring, including tools for diagnosing and assessing companies;○ Creation and organisation of support networks for companies and entrepreneurs;○ Awareness-raising in order to promote an entrepreneurial spirit and critical factors of competitiveness;○ Studies of new markets, technologies and opportunities for innovation; | |
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| | <ul style="list-style-type: none">○ Encouragement, coordination and management of the partnership as part of the collective efficiency strategies. <p>http://www.pofc.qren.pt/areas/collective-action</p> <p>➤ COSEC (Companhia de Seguro de Creditos, S.A.)</p> <p>Leading Insurer in Portugal in the fields of credit insurance and bond insurance</p> <p>http://www.cosec.pt/layout.asp?area=2000</p> <ul style="list-style-type: none">- Credit insurance: Credit Insurance covers non-payment for sales on credit for goods and services, whether are made in Portugal or abroad. The insured party should request guarantee limits for all clients to whom it sells on credit, in internal and/or external markets, being insured up to the approved limits.- Risk management: Covered risks : Client bankruptcy or insolvency, approval of composition or moratorium, insufficiency of means, arbitrary refusal by the debtor to accept the goods, delays in payment- Credit Collection: recovering credits from clients at the threat of loss stage- Political risk markets : For covering risks associated with exporting and investment, especially to political risk countries- Export Credits Insurance: Insurance that covers, in an individual operation | |
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| | <p>exporting goods or services, non-compliance on the part of the public or private importer established in a country deemed to be a political risk, caused by Matters of a political, monetary and catastrophic nature, which may also include commercial Risk.</p> <ul style="list-style-type: none">- Financial Credit Insurance: Insurance that directly covers failure to repay financing for exporting, caused by matters of a political, monetary and catastrophic nature, which may also include commercial Risk. <p>This product is aimed at all credit institutions that finance the exporting of national goods and services. Insurable credits are those arising from financing to the importer (individual operations or credit lines) or to the exporter (pre-financing).</p> <ul style="list-style-type: none">- State guaranteed bond insurance: Insurance that guarantees proper compliance with contractual undertakings made abroad, usually in political risk countries, by a Company to the Collateral beneficiary <p>State guaranteed insurance collateral often covers:</p> <ul style="list-style-type: none">- Bid bonds for public and private tenders- Advance payment bonds in civil construction and public works contracts- Performance bonds in contractual undertakings <p>The insurance collateral is fully equivalent to guarantees provided by financial institutions.</p> <ul style="list-style-type: none">- Product guaranteed by the Portuguese State.- Investment Insurance- Bond Insurance: Guarantees the proper compliance with contractual undertakings made by a Company (Policy Holder) to the collateral beneficiary (Insured) | |
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| | <p>➤ Fund for the internationalisation of Portuguese business (FIEP)</p> <p>http://www.portugalventures.pt/en/about-us/know-our-funds/internationalisation/internationalisation-fund.html</p> <p>The Internationalisation Fund focuses on investments aimed at strengthening the international competitiveness of Portuguese SMEs in global markets.</p> <p>- Eligible projects: Projects which have at least 2 full years of activity and which already have the production/marketing of its products underway or established companies with expansion, operational streamline or competitiveness improvement projects. The project must have predominant impact on Portuguese territory and a relevant export component.</p> <p>With added economic value and solid financial returns.</p> <p>- Evaluation process : Maximum investment amount of up to 1,500,000 € per company, every 12 months and assuming a minority but relevant capital share position. At least 70% of the amount invested by the Fund in each company should be in equity or almost equity, in a syndicated operation with promoters and/or other investors.</p> | |
| Financing of technological collaborations | <p>➤ Agência de Inovação SA (ADI)</p> <p>http://www.adi.pt/index.html</p> <p>The Portuguese Innovation Agency, as a government enterprise, is a services</p> | |

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| | <p>provider seeking for the promotion of entrepreneurial innovation, namely of a technological nature, and the economic valorisation of results from research and technological development carried out in Portugal.</p> <ul style="list-style-type: none"> - Activities: <ul style="list-style-type: none"> ○ Promotion and economic valorisation of R&D; ○ Support and promotion of technology based innovation; ○ Promotion and support of recruitment by enterprises of highly qualified human resources; ○ Support of technology transfer activities. - Instruments to support these activities : <ul style="list-style-type: none"> ○ Financial Support of Applied entrepreneurial R&D Projects –“R&D cooperative research projects”_QREN Incentives; ○ Intermediation between demand and supply of technology - Participation in Networks of International Cooperation: Innovation Relay Centre; ○ Eureka Programme; ○ Iberoeka Programme - The Adi is responsible for boosting the participation of Portugal in the network IBEROEKA CYTED - Ibero-American Science and Technology for Development. | |
| | <p>➤ Aicep Portugal Global</p> <p>http://www.portugalglobal.pt/EN/AboutUs/Pages/AboutUs.aspx</p> | |

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| Non-financial support to internationalisation | <p>AICEP (Agency for Foreign Investment and Trade) is the government business entity responsible for the development and implementation of Portuguese internationalisation initiatives (particularly related to the trade of goods and services).</p> <p>AICEP has developed a Practical Guide – Financial Support for Internationalisation - which is constantly being updated and is particularly aimed at SMEs. Its purpose is to guide businesses through the wealth of financing instruments and tools at their disposal, as well as incentives for promoting their products/services abroad.</p> | |
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| SPAIN | National Level | Regional level <i>Valencia</i> |
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| <p>Financing & Guarantee tools</p> | <p>➤ Ministry of Economy and Competitiveness and ICO (The Instituto de Crédito Oficial)</p> <p>- Financing facilities accessible to SMEs:</p> <ul style="list-style-type: none">○ ICO international facility: allocation of 4 Bn€ and seeks to provide financing to Spanish companies and self-employed people to undertake investment abroad and to cover the liquidity needs that these investments require. <p>http://www.ico.es/web/contenidos/5/4/home/home.html</p> <p>- FIEM (Enterprise Internationalization Fund, managed by the Ministry of Economy and Competitiveness through the Secretariat of State for Trade).</p> <p>The FIEM finances: transactions and projects of special interest to the strategy to internationalize the Spanish economy; technical assistance required by such transactions and projects and technical assistance and consultancy services of special interest to the internationalization strategy.</p> <p>➤ COFIDES (Compañía Española de Financiación del Desarrollo)</p> <p>Provides cost-effective medium and long term financial support for viable private direct investment projects in foreign countries where</p> | <p>➤ IVF (Institut Valencia de Finances)</p> <p>Public Entity under the <i>Conselleria de Hacienda y Administración Pública</i> of the Generalitat with separate legal identity and full public and private capacity.</p> <p>Beneficiaries are SMEs which are undertaking projects of expansion, diversification and internationalization sizing. (It excludes housing and financial sectors.)</p> <p>http://www.ivf.gva.es/p.aspx?pag=LineaIVFCrecimientoPyme</p> |
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| | <p>there is a Spanish interest.</p> <p>COFIDES has specific tools for the support to SMEs :</p> <ul style="list-style-type: none">- FONPYME : trust fund established to support Spanish investments abroad - FINTEC (Line of Financing for Investments in the Electronics and Information and Communication Technologies Industry)<ul style="list-style-type: none">o The financial support will take the form of holdings in capital; instruments similar to quasicapital; ordinary loans to the Spanish enterprise; ordinary loans to the project enterprise and multi-project loans. o The maximum financing provided is €25M and cannot exceed 50% of the long-term needs of the project, up to the limit of the contribution made by the backer, the minimum amount being €250,000. - FINER (Line of Financing for Investments in the Renewable Energies Industry) Financial support given in the same way as under the FINTEC line with identical financing ceilings. <p>http://www.cofides.es/english/2aboutus.html</p> <p>Together with the ICEX (<i>see below</i>), the COFIDES have set up the PYME-</p> | |
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| | <p>INVIERTE programme: The programme is addressed to SMEs and provides a full support for investments abroad.</p> <p>http://www.icex.es/icex/cda/controller/pageICEX/0,6558,5518394_435287034_5586834_4629593,00.html</p> <p>Various funds and programmes are available to support investment abroad by enterprises based in Spain. These programs include:</p> <ul style="list-style-type: none">➤ PROINVEX <p>The overall purpose of the Programme for Investments Abroad is to finance large-scale investment projects abroad in which Spanish enterprises have a significant involvement. (Investments by the financial, defence, insurance and real estate sectors are excluded from the programme.)</p> <ul style="list-style-type: none">➤ BBVA (Spanish Bank) <p>BBVA is a customer-centric global retail financial group that provides its customers around the world a full range of financial and non-financial products and services.</p> <ul style="list-style-type: none">- The BBVA SME service handles all the different types of finance that might be required, through discount lines, loans, advances on loans, leasing, renting, factoring, confirming, contingent liabilities and flotation.- It puts all the services needed within reach of the company: foreign trade, placement of surplus cash, cash-flow management, payment collection, payment of taxes and social security, giros and transfers. | |
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| | <p>http://www.bbva.com/TLBB/tlbb/ing/soluciones/soluciones-de-negocio/para-empresas/index.jsp</p> <p>➤ CESCE (Compañía Española de Seguros de Crédito a la Exportación)</p> <p>Promotes the internationalisation of Spanish companies by offering them a flexible instrument which will enable them to cover the possible losses that they could incur in their foreign investments.</p> <p>Products proposed by the CESCE include :</p> <ul style="list-style-type: none">○ Buyer Credit Policy○ Foreign Investment Insurance Policy <p>CESCE can cover the losses stemming from the following political risk situations:</p> <ul style="list-style-type: none">○ Expropriation, nationalization, confiscation of the foreign company○ Non-transfer of amounts relating to the investment, dividends, repayment of long-term loans○ Political violence, including terrorism and other serious alterations of public order○ Breach of agreements or non-fulfilment of commitments by the authorities of the recipient country in respect of the investment | |
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| | <p>insured, and revolution or war</p> <p>http://inglaterra.cesce.es/web/eng/Products/Foreign-Investment-Policy.aspx</p> <p>Full services provided by CESCE :</p> <p>http://inglaterra.cesce.es/web/eng/Products/Foreign-Market/index.aspx</p> | |
| <p>Financing of technological collaborations</p> | <p>➤ CDTI (Centro para el Desarrollo Tecnológico Industrial)</p> <p>The Centre for the Development of Industrial Technology is a Spanish public organisation, under the Ministry of Science and Innovation, whose objective is to help Spanish companies to increase their technological profile.</p> <p>http://www.cdti.es/index.asp</p> <p>➤ CDTI financial aids for the internationalization of SMEs :</p> <p>http://www.cdti.es/index.asp?MP=15&MS=645&MN=3</p> <p>Funding for projects to internationalise R&D results : « INNTERNACIONALIZA »</p> <ul style="list-style-type: none"> ○ Minimum fundable budget : 150 000 € | <p>➤ IVACE (instituto Valenciano de Competitividad Empresarial)</p> <p>Institute for the SMEs from the Region of Valencia is a Public entity of the regional government of Valencia, responsible for the implementation of its industrial promotion policy in the sphere of SMEs.</p> <p>http://www.impiva.es/index.php</p> <p>➤ Other relevant agencies</p> <ul style="list-style-type: none"> - Agency for the Innovation and Development of Andalusia : http://www.agenciaidea.es/ - Agency for the Innovation of the Basque Country http://www.innobasque.com/home.aspx?tabid=589 |

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| | <ul style="list-style-type: none">○ Fundable concepts : Internationalization of industrial property, Innovation support and advisory services. <p>Partially reimbursable funding of up to 75% of the budget approved with a non-reimbursable part of 15%.</p> | <ul style="list-style-type: none">- Agency for innovation in Catalogna : http://www.acc10.cat/ACC10/cat/ <p>The agency helps Catalan companies introduce their products and services in international markets.</p> <p>http://www.catalonia.com/en/trade/network/</p> <ul style="list-style-type: none">○ Searching for sales partners: distributors, agents or clients.○ Selection of managerial staff for international markets○ Technological partner search○ Access to international tenders○ Attraction of investment <ul style="list-style-type: none">- Agency for the Innovation of Galicia : http://gain.xunta.es/ |
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| <p style="text-align: center;">UK</p> | <p style="text-align: center;">National Level</p> | <p style="text-align: center;">Regional level <i>North East England</i></p> |
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| <p>Financing & Guarantee tools</p> | <p>international expansion. It possesses its own financial, material and</p> <p>➤ UK Export Finance UK's export credit agency.</p> <ul style="list-style-type: none"> ○ It designs and carries out commercial promotion <p>As a government department, UK Export Finance complements the private market by providing government assistance to exporters and investors, principally in the form of insurance policies and guarantees on bank loans. What they do :</p> <ul style="list-style-type: none"> ○ It promotes the teaching of technical skills to business - Insuring UK exporters against non-payment by their overseas buyers - Helping overseas buyers to purchase goods and/or services from UK exporters by guaranteeing bank loans to finance those purchases <u>55</u> <u>189</u> Insuring UK investors in overseas markets against political risks <p>Several services and products are proposed.</p> <p>➤ CAMARAS</p> <ul style="list-style-type: none"> - Buyer Credit facility: guarantee to a bank that makes a loan to an overseas borrower to finance the purchase of capital goods and/or services worth at least £5 million from a supplier in the UK. One of the objectives of the Camaras is to increase the number of SMEs that export regularly. - Supplier Credit Financing Facility – bills and notes: Guarantee to a bank to cover payments due under bills of exchange or promissory notes purchased by the bank from a supplier in the UK, who has received them in payment for goods or services supplied to an overseas buyer and | <p>The USA, China, Brazil, Turkey and Poland are some of the countries in which companies and products from Valencia are present.</p> |

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| | <p>worth at least £25, 000.</p> <ul style="list-style-type: none">- Line of Credit: Guarantee to a bank that makes a loan to an overseas borrower to finance several export contracts with different exporters.- Project financing: Guarantee to a bank that makes a loan of at least £ 20 million to an overseas borrower to finance a major project where the loan will be repaid out of the revenue generated by the project.- Export insurance policy: <p>The benefits are:</p> <ul style="list-style-type: none">- Up to 95 % cover is provided to the exporter;- The exporter is covered against loss suffered due to specified risks.- Risks covered include :<ul style="list-style-type: none">o insolvency of the buyer;o the buyer's failure to pay any amount due under the insured contract within six months of its due date;o the buyer's failure to meet its obligations under the insured contract;o political, economic or administrative events outside the UK that prevent payments from the buyer under the insured contract being converted into sterling or transferred to the UK; | |
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| | <ul style="list-style-type: none">○ Hostilities or civil disturbances outside the UK that affect performance of the insured contract. - Bond Insurance Policy: insurance to exporters un the UK against the unfair calling of bonds that they are required to provide under export contracts (for example, advance payment bonds or performance bonds) - Overseas investment Insurance: Political risk insurance for a term of up to 15 years to investors in the UK who invest in overseas enterprises. - Letter of Credit Guarantee Scheme: To help exporters to UK banks to enable them to confirm letters of credit issued by overseas banks in favour of UK exporters. The guarantee covers part of the overseas issuing bank’s obligation to reimburse the UK confirming bank for payments which it makes under the letter of credit. - Bond Support Scheme: To help exporters raise tender and contracts bonds by sharing with banks who issue those bonds (or who arrange for them to be issued by giving cournter-indemnities to another bank) the risks of not being reimbursed by the exporter following a call on a bond. - Export working Capital Scheme: We facilitate exporters’ access to working capital finance for specific export contracts by sharing risks with banks on loans. - Foreign Exchange Credit Support Scheme: In connection with a specific export contact we increase UK Export Finance’s guarantee | |
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| | <p>under the Export Working Capital Scheme to provide additional credit capacity which will be used by banks to support forward foreign exchange hedging facilities in relation to that contract.</p> <p>http://www.ukexportfinance.gov.uk/products-and-services</p> <p>These products are not exclusively addressed to SMEs</p> <p>http://www.ukexportfinance.gov.uk/</p> <p>➤ Merlin project</p> <p>In 2011, the 4 main British banks (Barclays, the Royal Bank of Scotland, Lloyds Banking Group, HSBC) stated a capacity and willingness to lend £190 Bn of new credit to business in 2011, with £76 Bn of this lending capacity allocated to SMEs.</p> <p>➤ Enterprise Finance Guarantee</p> <p>This loan scheme provides a government guarantee to boost the credibility of small business loan applications</p> <p>https://www.gov.uk/government/publications/enterprise-finance-guarantee</p> | |
| <p>Financing of technological collaborations</p> | <p>➤ Technology Strategy Board</p> <p>http://www.innovateuk.org/</p> <p>UK's Innovation agency.</p> | |

Non-financial support to internationalisation

➤ **UKTI – UK Trade & Investment**

UKTI provides advices and practical support to UK-based companies wishing to grow their business overseas, also helps overseas companies that want to invest in UK.

For instance :

- International Trade advisors
- Passport to export: offers free capability assessments, support in visiting markets, mentoring from a local professional, strategic action plans, customized and subsidized training and ongoing support once the company started to export.
- Gateway to global growth
- Export marketing research scheme : for exporters who want to perform their own research
- Export Communications review: offers companies a variety of options and advice to develop effective communication strategies for overseas markets, including cultural awareness reviews and communications planning for the companies that need help with the linguistic and cultural aspects of doing business overseas.
- Overseas market introduction service
- Trade fairs & exhibitions
- Business opportunity alerts
- Aid funded business
- FCO political and economic updates
- Overseas business risk

UKTI offices around the world :

http://www.ukti.gov.uk/pt_pt/export/countries.html

http://www.ukti.gov.uk/pt_pt/export/howwehelp.html

➤ **UKTI in North East of England**

http://www.ukti.gov.uk/pt_pt/export/unitedkingdom/northeast.html

UKTI North East's local International Trade Team has dedicated sector specialists, helping new and established exporters.

Key services offered :

- Gateway to Global Growth – flagship experienced exporter package
- Overseas Market Introduction Service – research, embassy facilities, contacts and more
- Export Marketing Research Scheme – for exporters who want to perform their own research
- Business Opportunities – export sales leads, with direct alerts

North East International Networking Club

The North East International Networking Club creates opportunities for businesses to mix with each other and share information, ideas and experience that will increase their international business potential.

North East China Unit

The North East China Unit works in partnership with the China Britain Business Council (CBBC) to identify the best assistance for the business, offering hands-on support with specialist guidance and advice to facilitate SMEs access to national and regional China service providers and networks.

Events

Calendar of events and market visits to help SMEs explore export opportunities and maximise their global growth.

http://www.ukti.gov.uk/pt_pt/export/unitedkingdom/northeast/uktiservicesinyourregion.html

Grant Agreement number: SI2.613741

Deliverable report: D2.2.2 - Handbook for the internationalization of European SMEs
